

Message Text

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20

ACTION EB-07

INFO OCT-01 ARA-10 ISO-00 CIAE-00 COME-00 INR-07 LAB-04

NSAE-00 PA-02 SIL-01 USIA-15 PRS-01 /048 W

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R 272045Z FEB 75

FM AMEMBASSY SANTIAGO
TO SECSTATE WASHDC 2340

UNCLAS SANTIAGO 1269

FOR DEPUTY ASSISTANT SECRETARY BILLER (EB) AND FOR ARA,
FROM AMBASSADOR

E.O.11652:N/A

TAGS: BEXP, CI

SUBJ: FISA '75

REF: SANTIAGO 7509 AND 7800, POPPER-BILLER LETTER

JANUARY 29, 1975

1. AS YOU KNOW, EMBASSY HAS RECEIVED FORMAL INVITATION FROM GOC TO PARTICIPATE IN 1975 FISA (INDUSTRIAL FAIR) IN SANTIAGO, WHICH TAKES PLACE IN OCTOBER. WE HAVE REQUESTED USG PARTICIPATION OF TYPE I OR TYPE IV. GIVEN DECREASING TIME FOR PREPARATION, I WOULD VERY MUCH APPRECIATE IT IF DEPARTMENT COULD MOVE TO EXPEDITE A DECISION ON OUR REQUEST.

2. AS POINTED OUT IN REFERENCED COMMUNICATIONS, OUR 1974 EXPERIENCE PROVED THAT US EXHIBIT AT FISA IS SUREFIRE CENTER OF ATTENTION, PUBLIC RELATIONS ASPECT IS GOOD, COMMERCIAL SALES ARE SIGNIFICANT, AND COST TO THE US TAXPAYER ISMINISCULE. WE BELIEVE THAT A I/IV EXHIBIT IS FULLY JUSTIFIED.

3. I FEEL STRONGLY THAT US SHOULD BE REPRESENTED AT FISA AGAIN, IN 1975, NOT ONLY FOR REASONS INDICATED ABOVE, BUT FOR BROADER REASONS. THERE WILL BE TEMPTATION UNCLASSIFIED

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HERE TO CONSTRUE FAILURE TO REAPPEAR AFTER OUR HIHGLY

SUCCESSFUL PERFORMANCE IN 1974 AS IN SOME WAY POLITICALLY MOTIVATED. THIS IS PARTICULARLY SO IN LIGHT OF COMMERCIAL PRESENCE PARTICIPATION IN TRAIN FOR LIMA EXHIBITION. I WOULD NOT IN ANY WAY SUGGEST THAT LIMA DECISION BE CHANGED, BUT WOULD MRERELY POINT OUT THAT UNLESS USG IS ALSO REPRESENTED IN SANTIAGO, A QUITE MISLEADING IMPRESSION COULD BE CONVEYED.

4. WOULD APPRECIATE YOUR EARLY ATTENTION TO THIS SITUATION.

5. CONGRATULATIONS ON YOUR PROMOTION, AND REGARDS.
POPPER

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NNN

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